

BEFORE  
THE PUBLIC SERVICE COMMISSION  
OF SOUTH CAROLINA  
DOCKET NO. 2017-333-T

Application of Need it Moved? For a )  
Class E Household Goods Certificate of )  
Public Convenience and Necessity to )  
Operate as a Motor Vehicle Carrier )  
\_\_\_\_\_ )

**DIRECT TESTIMONY OF JAKE LEE**

1     **Q.     Please state your name and where you work for the record.**

2     A.     My name is Jake Lee. I am a Real Estate Broker and Real Estate Agent. I manage the  
3           Jake Lee Real Estate Team, which is based in Murrells Inlet, South Carolina.

4     **Q.     What is Jake Lee Real Estate Team and how long have you been in business?**

5     A.     A Real Estate Company that operates under a franchise set up. We operate all over  
6           The State of South Carolina and are involved with helping people who are trying to buy  
7           and sell their homes. I have been in the real estate business for thirteen years.

8     **Q.     Where do you typically do business?**

9     A.     We handle business all across the State of South Carolina.

10    **Q.     What type of things do you do on a day to day basis as a Real Estate Broker?**

11    A.     I am in the business of helping people move. I help people who need to get their homes  
12           listed for sale and I also help locate listings for those people looking to purchase a home.  
13           After the listing, I will arrange a viewing and work with the other realtor when  
14           negotiating the contract.

1       **Q.     Are you the only person who works for your company?**

2       A.     No. I manage a team within a franchise. The total number of people is somewhere  
3             around 130. I manage 4 people directly.

4       **Q.     You mentioned that part of your day to day work is working with people who are**  
5             **trying to buy and sell homes. How do you determine or gauge how busy you are at a**  
6             **given time?**

7       A.     I refer to MLS to get the general data. What we do is run reports and see everything  
8             that sold within certain time periods. The MLS system will tell us how many days and  
9             what was the average days on the market. This is a pretty common way to gauge how  
10            fast the market is moving at any given time.

11      **Q.     Over the past few years, and throughout the beginning of 2018 what kind of activity**  
12             **are you seeing as far as the real estate market throughout South Carolina?**

13      A.     Generally the Real Estate Market is on the upswing. More people are moving to the  
14             area and a lot of people are re-locating around the State. I see many people wanting to  
15             be second home owners, or upsizing from their current home and still staying in the  
16             area.

17      **Q.     Is there a “peak season” that affects the activity in the market that you’ve ever**  
18             **noticed?**

19      A.     It depends on the area of South Carolina that you’re looking at. For example, resort  
20             areas, like Myrtle Beach, don’t really have a “peak season.” In other places, like  
21             Anderson, South Carolina for example, they do better in the spring and summer.

22      **Q.     Could you tell us how many listing you personally had in 2015, 2016 and 2017?**

23      A.     In 2015 I personally had one-hundred and seven listings. There was a slight decline for  
24             me in 2016. That year I had ninety-nine listings. And in 2017 I had one-hundred and  
25             eight listings.

1      **Q.      How has the market changed since 2015?**

2      A.      There has been a noticeable change. The general economy is better so consumer  
3              confidence is higher. Since 2015 things have been increasing in value and people are  
4              able to move because they are able to sell their homes. Financing has also loosened up  
5              a bit since 2015. Being approved for any type of financing use to be very strict  
6              compared to what they are now. People are getting approved more today so the higher  
7              approval rate is giving more people the opportunity to buy and sell homes.

8      **Q.      Is it safe to say that the activity in the market is pretty live?**

9      A.      Yes.

10     **Q.      Do you have any knowledge about new developments around South Carolina?**

11     A.      Yes. In Greenville for example, that is an area where growth is fueled by industry  
12             growth. People are moving to the Greenville area because of the growing job  
13             opportunities. In Beaufort, we see that area becoming more of a retirement destination  
14             so the fifty-five plus community is growing in that area. People are choosing to move to  
15             places like Beaufort for the beauty of the area.

16     **Q.      Have you gained any knowledge of people that are moving either from parts of South  
17             Carolina to these areas or from other areas to different parts of South Carolina?**

18     A.      Yes, I am very familiar with this.

19     **Q.      Based on your knowledge of people moving to and from areas of South Carolina, and  
20             based on your experience with the various real estate trends, do you think there is a  
21             present need and demand for additional intrastate moving services?**

22     A.      Yes. Absolutely.

23     **Q.      would you consider the intrastate moving services business a competitive market,  
24             based on what you know about folks trying to move from one place to the other?**

25     A.      Honestly, it doesn't feel like there are enough services. I wouldn't say that it's "overly

1 competitive" because there are not enough.

2 Q. do you think there is enough business to go around if "Need it Moved?" is granted  
3 statewide authority to do intrastate moves in South Carolina?

4 A. Yes. Absolutely.

5 Q. If "Need it Moved?" was granted authority from the Commission, would you be in a  
6 position to recommend or make referrals to "Need it Moved?"?

7 A. Yes, I would have no problem recommending their services.

8 Q. So, even though you have your own in house services, you would still recommend the  
9 services of "Need it Moved?" to potential clients in the future?

10 A. Yes. I definitely would.

11 Q. Does this complete your testimony?

12 A. Yes.